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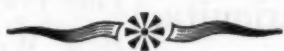
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# The Publishers' Weekly.

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## NOTES IN SEASON.

THE CENTURY COMPANY will publish immediately the second volume of Professor Sloane's "Life of Napoleon." Two more volumes, completing the library edition of the work, will be brought out without delay.

THOS. Y. CROWELL & Co. are completing their edition of Sybel's "Founding of the German Empire," by the addition of the last two volumes translated by Mrs. Helene Schimmelpfennig, of Boston. The whole work will be in seven volumes.

D. APPLETON & Co. will publish immediately "Memoirs of Marshal Oudinot, Duc de Reggio," compiled from the hitherto unpublished souvenirs of the Duchess de Reggio, with portraits; and "The Story of Extinct Civilizations of the

East," by Robert Anderson. In fiction the volumes in preparation are "Arrested," by Irene Stuart; "Tatterley, the story of a dead man," by T. Gallon; "Marietta's Marriage," by W. E. Norris; and "Dear Faustina," by Rhoda Broughton.

THE FUNK & WAGNALLS CO. have just ready the "New Cyclopædia of Practical Quotations," by J. K. Hoyt. The Hoyt-Ward "Cyclopædia of Practical Quotations" was first published in 1882 and met with great favor among literary men of that day. Many of them made new suggestions of further material, and in the years that have since elapsed much material has been gathered and classified, and the old material has been sifted and reclassified. More labor has been expended in revising and re-making the book than was first put into the original work, and it well deserves the word New added to the original title. Quotations are classified under topical headings, the 30,000 entries being distributed under about 700 headings following each other in alphabetical order.

FLEMING H. REVELL COMPANY will issue shortly an autobiography of the late Dr. Charles F. Deems, the founder and for many years the pastor of the unique Church of the Strangers, in New York City, which was prepared by him not very long before his death at the request of his children. To the record of his early life, his sons, Edward M. Deems and Francis M. Deems, have added a memoir which embodies the facts of his later life. They have made numerous extracts from journals and diaries which Dr. Deems kept at various interesting periods of his life, and from numerous other writings by, to, and about him. These, with his sons' own recollections of their father, are woven into a compact and homogeneous whole, forming a fitting memorial of a man who was a power in his day and generation. Two portraits of Dr. Deems and other illustrations are included in the volume.

THE MACMILLAN CO. have undertaken two works of great magnitude, which will probably neither of them see the light of this century. Lord Acton has agreed to edit for the Cambridge University Press a comprehensive history of modern times under the general title of "The Cambridge Modern History." It will appear in twelve volumes, which will cover the period from the end of the Middle Ages to the present day. Each part will be the work of a man who has made the period covered a special study. Among the contributors will be James Bryce, Prof. Bury, Dr. Cunningham, Principal Fairbairn, Prof. Flint, Frederic Harrison, R. H. Hutton, Prof. Jebb, W. E. H. Lecky, Sidney Lee, John Morley, Charles W. Chadwick Oman, E. J. Payne, Sir F. Pollock, Prof. Prothero, Dr. Sidgwick, and Viscount Wolseley. It is expected that the first volume covering the Renaissance will be ready in about three years, and then the volumes will appear at the rate of two per year. The other work is an "Encyclopædia of American Horticulture," which has been begun under the editorial supervision of Prof. L. H. Bailey, of Cornell. This also will be the work of specialists, and consist of signed articles profusely illustrated with engravings made expressly for the work. The articles will be arranged alphabetically and will number about 6000. The work will be in three volumes and will be dated 1900.



## WEEKLY RECORD OF NEW PUBLICATIONS.\*

The abbreviations are usually self-explanatory. c. after the date indicates that the book is copyrighted; if the copyright date differs from the imprint date, the year of copyright is added. Books of foreign origin of which the edition (annotated, illus. rated, etc.) is entered as copyright, are marked c. ed.; translations, c. tr.; n. p., in place of price, indicates that the publisher makes no price, either net or retail, and quotes prices to the trade only upon application.

A colon after initial designates the most usual given name, as: A: Augustus; B: Benjamin; C: Charles; D: David; E: Edward; F: Frederic; G: George; H: Henry; I: Isaac; J: John; L: Louis; N: Nicholas; P: Peter; R: Richard; S: Samuel; T: Thomas; W: William.

Sizes are designated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Fe. 48mo: 10 cm.). Sq., obl., nar., designate square, oblong, narrow books of these heights.

\*American and English decisions in equity; being select cases in the appellate courts of America and England, with notes referring to the principal matters. Annual, 1st ser., v. 2; annot. by Ardenus Stewart. Phil., M. Murphy, 1896. c. 16+801 p. O. shp., \$4.75. [167]

\*American and English railroad cases; a coll. of all cases affecting railroads of every kind decided by the courts of appellate jurisdiction in the U. S., Eng., and Canada; ed. by T: J. Michie. V. 4. new ser. Northport, N. Y., E: Thompson & Co., [1897.] c. 28+708 p. O. shp., \$5. [168]

\*American state reports, cont. the cases of general value and authority subsequent to those contained in the "Am. decisions" and the "Am. reports," decided in the courts of last resort, of the several states; sel., rep., and annot. by A. C. Freeman. V. 51. San Francisco, Bancroft-Whitney Co., 1896. c. 1016 p. O. shp., \$4. [169]

Armstrong, W: American nobleman: a story of the Canaan wilderness. [New issue.] N. Y. and Chic., Rand, McNally & Co., 1896. c. '92, '96. 3-277 p. D. cl., \$1. [170]  
Published by Schulte & Co., 1892.

Bacon, Leonard Woolsey, Norwich, the rose of New England. [Norwich, Ct., Cranston & Co., 1897.] c. '96. 16 p. il. obl. T. pap., 50 c. [171]

A description and history of the town of Norwich, Ct., illustrated with many page pictures taken from photographs.

Bailey, G. H. The tutorial chemistry. Pt. 1, Non-metals; ed. by W: Briggs. N. Y., Hinds & Noble, 1897. 8+226 p. il. S. (University tutorial ser.) cl., \$1. [172]

"In writing this small treatise, it has been the aim of the author to furnish a systematic outline of chemistry so far as it relates to the non-metals. At the outset especially, experiment, observation, and inference should go hand in hand; details of experimental methods are therefore given, which under the guidance of the teacher will be found sufficient to admit of the book being also used as a companion in the laboratory."—Preface.

Barry, Josephine E. A fatal secret: [a novel.] Chic., E. A. Weeks & Co., [1897.] c. '94. 4+455 p. D. (Melbourne ser., no. 49) pap., 25 c. [173]

Bigelow, Rob. Payne. Syllabus of lectures in theoretical biology; prepared for the use of students in the Massachusetts Institute of Technology. Bost., Massachusetts Institute of Technology, 1896. 47 p. O. pap., 75 c. [174]

\*Blackstone, W: Commentaries on the laws of England in four books; with notes selected from the eds. of Archibald, Christian, Coleridge, Chitty, Stewart, Kerr, and others; and in addition, notes and references to all text-books and decisions wherein the commentaries have been cited,

and all statutes modifying the text, by W: Lewis Lewis. Book 1. Phil., Rees Welsh & Co., 1897. c. 31+485 p. O. (The educational law ser., v. 1, no. 1.) pap., (subscription price \$10 a year.) [175]

\*Boisot, Louis, jr. A treatise on mechanics' liens. St. Paul, West Pub. Co., 1897. c. 72+969 p. O. shp., \$6. [176]

Brooklyn Daily Eagle almanac, 1897: a book of information, general of the world, and special of Greater New York and Long Island. Brooklyn, N. Y., Brooklyn Daily Eagle, Eagle Building, [1897.] c. 528 p. O. (Eagle lib., v. 12, no. 1.) pap., 25 c. [177]

Cæsar, Caius Julius. Gaelic war. Book 3; ed. by A. H. Allcroft and W. F. Masom. N. Y., Hinds & Noble, [1897.] c. 16+50+18+18 p. S. (University tutorial ser.) cl., 70 c. [178]

The book is divided into 3 pts.; pt. 1 contains Introduction, the text in Latin and notes; pt. 2 contains text papers and a vocabulary; pt. 3 consists of a translation.

\*California. Supreme ct. Digest of the reports, v. 101 to 111 inclusive, together with a table of cases reported in v. 101 to 111, and of citations of Cal. decisions in all Pacific coast states and territories during the period covered by this digest, by Ja. H. Deering. San Francisco, Bancroft-Whitney Co., 1896. c. 561 p. O. shp., \$4. [179]

\*California. Supreme ct. Reports of cases, C. P. Pomeroy, rep. V. 112, [1896.] San Francisco, Bancroft-Whitney Co., 1896. c. 31+758 p. O. shp., \$4. [180]

Canoll, Rev. Angelo. The celestial summons; ed. by Homer Eaton, D.D. N. Y., Eaton & Mains, [1897.] c. 280 p. por. D. cl., \$1.25. [181]

Twelve sermons with a brief sketch of the life of the Rev. Angelo Canoll by R. H. Howard.

Chapman, J. Wilbur, D.D. Kadesh-Barnea; or, the power of a surrendered life. Chic., The Bible Institute Colportage Assoc., [1897.] 4-124 p. D. (Colportage lib., v. 2, no. 40.) pap., 15 c. [182]

\*Coleman, T. E. Sanitary house drainage, its principles and practice: a handbook for the use of architects, engineers, and builders. N. Y., Spon & Chamberlain, 1897. 186 p. il. 12°, cl., \$2. [183]

\*Commercial precedents selected from the column of replies and decisions of the New York Journal of Commerce, also selected decisions from other sources: an essential work of reference for every business man, by C: Putzel and H. A. Bähr, Rev. Hartford, Ct., American Pub. Co., 1897. c. '96. 718 p. O. cl., \$3; shp., \$4. [184]

Cowdrey, Rob. H. A tramp in society.

\* In this list, the titles generally are verbatim transcriptions (according to the rule of the American Library Association) from books received. Books not received are indicated by a prefixed asterisk, and this office cannot be held responsible for the correctness of their record.



[New cheaper ed.] Chic., The Schulte Pub. Co., [1897.] c. '91. 4-241 p. D. (Ariel lib. ser., no. 11.) pap., 25 c. [185]

See notice, "Weekly Record," P. W., June 20, 1891, [1012]

**Craven, Rev. C. E.** Jesus and children. Phil., Presb. Bd. of Pub., 1896. c. 2-28 p. S. pap., 15 c. [186]

Jesus's love and respect for little children is the subject of this little book; some words of consolation are added for those who have lost little ones.

**Davis, Mrs. Mollie E. Moore.** A Christmas masque of Saint Roch, Père Dagobert, and Throwing the Wanga. Chic., A. C. McClurg & Co., 1896. c. 3-58 p. il. S. cl., \$1. [187]

"Père Dagobert" and "Throwing the Wanga" (which means to cast the Vodoo spell) are poems which first appeared in the Harper periodicals. "A Christmas masque of Saint Roch" appears in print for the first time. The poems all have their scenes in New Orleans.

**Emery, H. Crosby.** Speculation on the stock and produce exchanges of the United States. N. Y., The Macmillan Co., 1896. 230 p. O. (Columbia College studies in history, economics, and public law, v. 7, no. 2.) cl., \$2; pap., \$1.50. [188]

Contents: The organization of the exchanges; Business methods of the exchanges; The economic function of speculation; Some evils of speculation; Speculation and the law.

**Epworth League handbook for 1897.** N. Y., Eaton & Mains, [1897.] c. '96. 92 p. Tt. pap., 5 c. [189]

**Faunce, Dan. Worcester, D.D.** Inspiration considered as a trend. Phil., American Baptist Pub. Soc., 1896. c. 2-251 p. D. cl., \$1. [190]

The argument in a former work, "Prayer as a theory and a fact," used for the Divine existence, is used here for the Divine inspiration. It is insisted that trend, the strongest proof in the one case, is the strongest proof in the other. "No new theory is proposed; but the theories devoutly held and the facts declared and involved in the Scriptures and confirmed in the Christian experience are passed in brief review to find in them all an unmistakable trend."

**Fisher, Sydney G.** Pennsylvania Colony and Commonwealth. Phil., H. T. Coates & Co., 1897. c. '96. 13+442 p. map, D. buckram, \$1.50. [191]

In the previous volume, "The making of Pennsylvania," a full account was given of the numerous nationalities and religions which made up the population of the province. This may be described as the narrative or social and political history of the state. The Quakers are the heroes of the first seventy years of the colony. Their disappearance during the revolution and the rise of the Presbyterians and Scotch-Irish is noted. Other important events are described down to the year 1800, the narrative ending with the Whiskey Rebellion. Two chapters relating to a more recent period deal with the services of the state in the civil war and the pre-eminence of Philadelphia.

**\*Hamilton, T. F., ed.** American negligence cases, [cited Am. neg. cas.] A complete coll. of all reported negligence cases decided in the United States supreme court, the U. S. circuit courts of appeals, all the U. S. circuit and district courts, and the courts of last resort of all the states and territories, from the earliest times, with selections from the intermediate courts; topically arr. with notes of Eng. cases and annots. V. 5. N. Y., Remick, Schilling & Co., 1896. c. 29+916 p. O. shp., \$6.50. [192]

**Harnack, Adolf, D.D.** History of dogma; from the 3d German ed. by Neil Buchanan. V. 2. Bost., Roberts Bros., 1897. 7+380 p. O. cl., \$2.50. [193]

See notice under V. 1, "Weekly Record," P. W., Dec. 7, 1895, [1245.] This volume is divided into two parts:

1, Fixing and gradual secularizing of Christianity as a church; 2, Fixing and gradual Hellenizing of Christianity as a system of doctrine.

**\*Illinois. Supreme ct.** Reports of cases, v. 162, cont. cases in which opinions were filed in May and June, 1896, and cases in which rehearings were denied at the Oct. term, 1896; with proceedings had in the supreme ct. in memory of Jos. M. Bailey, J: D. Caton, and Gustavus Koerner. I: Newton Phillips, rep. Springfield, I. Newton Phillips, 1896. c. 709 p. O. shp., \$2.25. [194]

**\*Kansas. Ct. of appeals.** Reports of cases, rep. by T. Emmet Dewey. V. 3, cont. 124 cases of those decided from June 7, 1895, to July 9, 1896. Topeka, The Kansas St. Pr. Co., 1896. c. 16+902 p. O. shp., \$3.50. [195]

**\*Maryland. Ct. of appeals.** Reports of cases, Oliver Miller, st. rep. V. 8, cont. cases in Dec. term, 1895; rev. and annot. by W. H. Perkins, jr. Balt., M. Curlander, 1896. c. 12+592 p. O. shp., \$4. [196]

**Maupassant, Guy de.** Madame Tellier's girls, (*La maison Tellier*;) The inheritance, (*L'heritage*;) Butter-ball, (*Boule de suif*;) three masterpieces; tr. into English, with an introd. by Edwin Ellis. N. Y., G. W. Dillingham Co., 1897. 276 p. D. (Dillingham's metropolitan lib., no. 22.) pap., 50 c. [197]

**\*Minnesota. Supreme ct.** Reports, v. 62, July 5-Nov. 25, 1895; H: B. Wenzell, rep. St. Paul, West Pub. Co., 1896. c. 21+577 p. O. shp., \$2.75. [198]

**Molière, J. Baptist Poquelin de.** Molière's les femmes savantes; ed. with introd. and notes by Alcee Fortier. Bost., D. C. Heath & Co., 1896. c. 18+125 p. D. (Heath's modern language ser.) pap., 30 c. [199]

**\*New York. Code of criminal procedure**, as amended to, and including, 1896. 11th ed.; with references to decisions by C. D. Rust. N. Y., S. S. Peloubet, 1896. c. 8+15+248 p. S. flex. skiver, \$2; bound with penal code of the state of N. Y., \$3.50. [200]

**\*New York. Ct. of appeals.** Analyzed citations, first. supp., 1895-1896. A table of citations [etc.] as found in subsequent opinions of that court, and in opinions of the U. S. supreme ct. by Ja. G. Greene. Rochester, Williamson Law-Book Co., 1896. c. unpag. O. cl., \$1.50. [201]

**\*New York. Ct. of appeals.** Reports of cases, from decisions of June 19, 1896, to and including decisions of Oct. 30, 1896, with notes, references, and index, by Edmund H. Smith, st. rep. V. 150. Alb., Ja. B. Lyon, 1896. c. 25+636 p. O. shp., \$2.50. [202]

**\*New York. Penal code** as amended to, and including, 1896, with references to decisions. 11th ed., by C. D. Rust. N. Y., S. S. Peloubet, 1896. c. 8+10a+198 p. S. flex. skiver, \$1.50. [203]

**\*Newton, J. T.** Newton's digest of patent office trade-mark decisions. Chic., Callaghan & Co., 1896. c. 15+204 p. O. shp., net, \$5. [204]

**\*Northeastern reporter**, v. 44. *Permanent ed.* June 12-Nov. 20, 1896. St. Paul, West Pub. Co., 1896. c. 20+1211 p. O.

(National reporter system, state ser.) shp., \$3.50. [205]

Contains all the current decisions of the supreme courts of Mass., O., Ill., Ind., appellate court of Ind., and the court of appeals of N. Y. With tables of northeastern cases published in v. 143, Ind. reports; 165, Mass. reports; 52, 53, O. state reports. A table of statutes construed is given in the index.

\***Northwestern reporter**, v. 68. *Permanent ed.* Aug. 8-Dec. 5, 1896. St. Paul, West Pub. Co., 1896. c. 21+1167 p. O. (National reporter system, state ser.) shp., \$3.50. [206]

Contains all decisions of the supreme court of Minn., Wis., Iowa, Mich., Neb., No. Dak., So. Dak. With tables of northwestern cases published in v. 61, 62, Minn. reports; 47, Neb. reports. A table of statutes construed is given in the index.

**Norton, Ja. Sager.** Addresses and fragments in prose and verse; with an introd. by E. G. Mason. Chic., A. C. McClurg & Co., 1896. c. 13+247 p. por. O. cl., net, \$3.50. [207]

The addresses read before the Chicago Literary Club, Chicago Bar Assoc., etc., have for their subjects: George Washington; A portion of the Old Testament rewritten; The confessions of a millionaire; The rise and fall of the devil; Our clients; The king's English; Posterity; Yale in the west, etc. There are also a number of short poems, etc. Mr. Norton was a Chicago man; the book was prepared at the request of his many friends.

\***Ohio. Circuit ct.** Reports of cases, supp. to the Weekly law bulletin and Ohio law journal. V. 12, Carl G. John, ed. Columbus, The Capital Printing and Pub. Co., [1897.] c. 2+7+2+810 p. O. shp., \$2.50. [208]

\***Oregon. Supreme ct.** Reports of cases; Robert G. Morrow, rep. V. 29, [1896.] Salem, W. H. Leeds, st. pr., 1896. c. 7+657 p. O. shp., \$5. [209]

\***Ostrander, D.** A treatise on the law of fire insurance, with a philosophical and analytical discussion of leading cases. 2d ed. rev. and enl. St. Paul, West Pub. Co., 1897. c. '96. 44+886 p. O. shp., \$6. [210]

\***Sayles, J.** The rules of practice in the civil courts of record of the state of Texas. 3d ed. V. 2, [Special proceedings.] St. Louis, The Gilbert Book Co., 1896. c. 771-1389 p. O. shp., \$7. [211]

**Stang, W.; D.D.** Pastoral theology. N. Y., Benziger Bros., 1897. 8+303 p. O. cl., \$2. [212]

The author is vice-rector of the American College, Louvain, and professor of pastoral theology at the same. This volume was published as a text-book for the students of Louvain College, who are completing the last year of their theological course. Book 1 is devoted to the subjects of "Preaching" and "Catechising." Book 2, to the "Sacraments" and "Sacramentals." Book 3, "Pastoral directions."

**Taylor, M. Imlay.** On the red staircase. Chic., A. C. McClurg & Co., 1896. c. 3-352 p. 1 il. S. cl., \$1.25. [213]

The famous red staircase in the Kremlin, at Moscow, is the scene of all the notable incidents in a story which is told in the first person, by Philippe de Brousson, a French soldier and diplomat, who de-

scribes a deadly encounter between brothers of the house of Ramodanofsky, the action of the Streltsi, after the Russian people have publicly proclaimed Peter the Great Czar, and finally his rescue of Zenaïde Feodorovna, and the parts played by Prince Galitsyn and the regent Sophia.

\***United States. Circuit cts. of appeals.** Reports; cont. the cases determined in all the circuits from the organization of the courts, fully reported with annots., [etc.] V. 20, St. Paul, West Pub. Co., 1896. c. 39+754 p. O. shp., \$2.85. [214]

\***United States. Cts. of appeals.** Reports, v. 30; cases adjudged for the fifth circuit at Nov. term, 1894, and Nov. term, 1895. S: A. Blatchford, rep. *Off. ed.* N. Y. and Alb., Banks & Bros., 1897. c. 36+879 p. O. shp., \$3.25. [215]

\***United States. Cts. of appeals.** Reports, v. 37; cases adjudged for the 6th circuit at Oct. term, 1894, and Oct. term, 1895. S: A. Blatchford, rep. *Off. ed.* N. Y. and Alb., Banks & Bros., 1896. c. 40+929 p. O. shp., \$3.25. [216]

**Verne, Jules.** Facing the flag. N. Y. and Chic., F. Tennyson Neely, [1897.] c. 217 p. D. (Neely's lib. of choice literature, no. 61.) cl., \$1; pap., 50 c. [217]

The story turns upon the surprising adventures of a mad French inventor, who has imagined a diabolical engine of war of frightful explosive effects. The celebrated French inventor Turpin, it is claimed, considers himself libelled in the hero.

**Williams, F. Benton, [pseud. for Herbert E. Hamblin.]** On many seas: the life and exploits of a Yankee sailor; ed. by his friend, W. Stone Booth. N. Y., The Macmillan Co., 1897. c. '96. 10+417 p. D. cl., \$1.50. [218]

The writer was born at Lovell, Maine, and ran away to sea when a boy. He never had any literary training and only a public school education, but he seems to have been one of the born story-tellers, his work being forcible and dramatic. It relates his own adventures during fifteen years at sea on merchant ships, and depicts with unique raciness and humor and truthfulness a phase of sea life almost extinct. While he styles himself Fred B. Williams, his real name is Herbert E. Hamblin. He attracted the attention of Mr. W. S. Booth, librarian of the Webster Free Library, of the East Side House Settlement in New York, as a constant borrower of books, and it was through his advice that he wrote out his life.

\***Wisconsin. Supreme ct.** Reports, v. 92, Dec. 17, 1895-Mar. 27, 1896. F: K. Conover, *off. rep.* Chic., Callaghan & Co., 1896. c. 32+732 p. O. shp., \$2.75. [219]

**Young, Egerton Ryerson.** Three boys in the wild northland: summer: il. by J. E. Laughlin. N. Y., Eaton & Mains, 1896. c. 260 p. D. cl., \$1.25. [220]

While Mr. Ross, of the Hudson Bay Company, was lecturing in England he prevailed on the fathers of the three lads in question to give their sons a holiday in the extreme northern part of the Dominion of Canada. Incidents of Frank's, Alec's, and Sam's voyage on the *Prince Arthur* are given with their exciting adventures after arriving in the Hudson Bay Territory.

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# The Publishers' Weekly.

FOUNDED BY F. LEYPOLDT.

JANUARY 23, 1897.

The editor does not hold himself responsible for the views expressed in contributed articles or communications.

All matter, whether for the reading-matter columns or advertising pages, should reach this office not later than Wednesday noon, to insure insertion in the same week's issue.

*Books for the "Weekly Record," as well as all information intended for that department, must reach this office by Tuesday morning of each week.*

Publishers are requested to furnish title-page proofs and advance information of books forthcoming, both for entry in the lists and for descriptive mention. An early copy of each book published should be forwarded, as it is of the utmost importance that the entries of books be made as promptly and as perfectly as possible. In many cases booksellers depend on the WEEKLY solely for their information. The Record of New Publications of THE PUBLISHERS' WEEKLY is the material of "The American Catalogue" and so forms the basis of all trade bibliography in the United States.

*"I hold every man a debtor to his profession, from the which, as men do of course seek to receive countenance and profit, so ought they of duty to endeavor themselves by way of amends to be a help and an ornament thereunto."—LORD BACON.*

## DEALING WITH CUSTOMERS.

THE salesman should be very careful how he meets customers who enter his store. It is a mistake to pounce upon them the moment they enter the door, as though the salesman were delighted at the approach of a victim. Let them get well into the store, and give them time to find out where they are. Having got thus far they should be approached unconcernedly yet pleasantly. No indecent haste should be shown to wait upon them. On this point the salesman should be extremely cautious. Few things contribute more to the loss of a sale than the over-anxious and importunate salesman. He betrays himself the moment he begins, and the customer, as soon as he becomes aware of the salesman's intention, is put on his guard, and is quite likely roused to resent the salesman's importunities. On the other hand, if the salesman, quiet in manner and undemonstrative, yet warm enough to show interest in gratifying the customer's wishes, so impresses himself upon his customer, he at once gains his good-will, and he will be pleased to note the reciprocal feeling of the customer as he unbosoms himself to him and expresses his wants. The moment his desires are discovered, the salesman should show some interest in the customer's

inquiries and begin with becoming zeal the pleasant task of getting what is wanted. It is surprising how well such methods work. It softens the crusty customer at once, and endears the salesman to the genially-disposed; they will attentively listen to what he has to say and take pleasure in looking over such books as he may deem they might purchase. He should not forget to watch for the proper time to stop and should try to avoid being told to do so. He should not press further when such is the case. Stop.

When he has a good customer who is buying liberally the salesman should remain calm—outwardly indifferent, however anxious he may be within. This is the test of the true salesman. He should keep the customer warmed up, but not ply him too fast. He must keep in mind what he will show him, before he is through examining what he is looking at. The customer must be led on as if accidentally—as though it were by no studied effort on the salesman's part. The salesman should be quiet in his movements. Nothing is so painful as the rushing salesman who flies from one end of the store to the other, pulls everything from the shelves, and piles the books about the customer in endless confusion. Such a course is apt to alarm and confuse the customer, who is led to imagine that he is buying up the whole store. The books purchased by the customer should never be piled up where he can see them, as it is a constant warning to him, and he is apt to stop. They should be left where they are shown, or, better still, should be put back, if taken from the shelf or table before the salesman. A memorandum of the purchases should be made as the salesman goes along. He should be careful to show no anxiety here. On the contrary, he should treat the whole affair as a matter of daily occurrence. Let him take his customer easily along, who will partake of the same spirit, and perhaps not realize how much he has bought. The salesman should never call upon others to assist him, and should not have the whole staff of the store engaged in bringing all the stock to him. It is better to take the customer to the books, as the salesman can more readily engage his attention by general conversation as they journey about. Besides, it is bad practice to show book after book without some adequate break, as it is apt to weary the customer if he is fed with good things too fast. He must be held on to, not hurried out. It is good to proceed slowly always, and by easy stages. Many a large purchaser has been stopped in his delightful career by the hasty and over-anxious salesman.

Over-selling a customer is as bad as not selling him enough. The easy buyer is apt to fall a victim, and the salesman, therefore, cannot be too cautious in this respect. He should not take advantage of a man's good-nature if he knows it, and when he declines, continue to press him till he consents. It may make the sale at the time, and the salesman may congratulate himself, but he may be sure it will have its bad effects; for the chances are that such a customer will, after he comes to himself when out of the salesman's presence, regret his purchase and fight shy of him and his establishment in the future. It is a nice point to know how far to go, but we hold it is better not to sell enough to a customer than to overdo the selling. Not that his buying is to be stopped, if he does it of his own free will, and—some little persuasion on the salesman's part.

The salesman should be cautious in all his transactions. He cannot be too careful in making out his orders for the order department. He should enter on the order books, or slips, whichever is used, the full title of the book. He should not write it in slovenly manner, nor abridge the title if he can possibly help it. He should give all the information he can, especially the name of the publisher, the edition he wants, the binding, etc. The name of the customer should be correctly spelled, and the initials in every case, together with the full address, should be given. It should be completed by stating whether paid, charged, or C. O. D. It must be signed, and then the salesman's part in the transaction may be considered done. The salesman must never fail to make a charge, either by calling it off to the entry clerk, or by making the entry himself in the charge book, whichever is the system adopted. There is no excuse for not doing this. To avoid all possibility of forgetting it he should make it his practice to charge the goods before he makes out any slips. If the customer takes the books with him, the salesman should keep them in his hand until he charges them; then wrap them up and deliver. If the slips are made out first he runs the risk of having his attention diverted, and of eventually forgetting the charge. If a salesman gets into the habit of forgetting to charge, nothing but an unostentatious funeral will ever cure him of the habit. He may be a loss to his family, but his taking off will be a saving to his employer.

THE report that has been making the rounds of the press to the effect that "an effort is being made before the House Ways and Means Committee to have the tariff on books increased" seems to have no other foundation as a fact

than that a bookbinder of New York City suggested such a change to his representative in Congress. On inquiring through the trade in New York it was found that nothing had been done in the matter, and that it was not likely that Congress contemplated making any changes in the tariff relating to books.

One of the daily papers printed an interview with George P. Brett, of The Macmillan Company, who fairly represents the American as well as the English side of the question, as his house now manufactures almost as much in this country as it imports from abroad.

In Mr. Brett's opinion, as reported, "the duty on books has not produced any revenue for the Government commensurate with the cost of its collection, the value of the books imported being comparatively insignificant and the cost of the collection of the twenty-five per cent. duty levied on them out of all proportion to the revenue received. A glance at the book-counters of the large department stores in our cities would go far to prove that books are cheaper here than in Great Britain, and it is necessary to bear in mind that these books are nearly all of American manufacture; the cheaper books and those sold in the largest quantities being exclusively so. As a matter of fact, importations of books of the kind that come into competition with those of American manufacture are no longer possible, the cheaper reprints being reproduced still more cheaply here and the current new books of importance being produced on this side in order to take advantage of the recent copyright law, whose authors builded for the benefit of the American workmen, by the passage of that law, perhaps better than they knew. The importation of books now consists almost entirely of those on special subjects in small editions, of books for the student or scientific worker, and of expensive works or expensive editions which are and must be, from the nature of things, perhaps for many years to come, produced in the country of their origin. There seems to have been some recognition of this fact in our last tariff bill, the section on books providing that work of 'original scientific research' should be admitted duty free. That was a step in the right direction which has been an incalculable boon to hundreds of students and scientific workers in this country."

"It is impossible," Mr. Brett says, in conclusion, "to deprecate too strongly the possible repeal of that paragraph in the present revision of the tariff or to censure too severely the recent letter of the Treasury officials attempting to make null and void that paragraph of the law at the request of some one who reported that millions of dollars' worth of books were being admitted duty free under the law, whereas the Government statistics show that the total importations of all books dutiable and free since the law was passed cannot be reckoned in millions, and that the scientific books subject to this special clause amount to a few thousand dollars only."



## PROTEST AGAINST THE LOUD POSTAL BILL.

A SUB-COMMITTEE of the Senate Committee on Post Offices and Post Roads gave a hearing on the Loud Postal Bill on the 16th inst. Among those who appeared were Charles T. Root, of the Textile Publishing Company of New York; Ernest T. Eilert, president of the Luther League of America; Alexander J. Wedderburn, of *The National Intelligencer*; Mr. Orr, of the Agricultural Press League; Mr. Wheeler, of Houghton, Mifflin & Co.; also Wilbur F. Crafts, of the Reform Bureau, who declared that he represented the people. A delegation from Maine against the bill, under a misunderstanding that the committee would not meet on Saturday, left Washington, but will be heard at another time.

Mr. Wheeler, representing Houghton, Mifflin & Co., read a paper against the bill, and at some length explained the character of the publications sent through the mails as serials by the large publishing houses of the United States. He contended that these books were reprints of standard works or original productions of a high order, and that only since the law had been passed giving access to the mails at low rates to them had the general public been able to secure literature of a high class. In 1883 one firm had published only 2000 volumes, and ten years later the same firm issued over one million volumes, thus showing the increase in the circulation of good literature and the benefits received by the people, who up to this time were not able to get good books except by the payment of high prices for bound works. Mr. Wheeler said it would be a serious blow to education if the provisions of the present law were repealed. The best way to cure the evil was to enforce the existing law against fraudulent papers which encumber the mails.

Mr. Wedderburn opposed the bill because it was against the interests of the farmer, who was not able to get good literature without the aid of the mails. If there was a deficit, it should be charged up to the cause of education. So far as vicious literature was concerned, Mr. Wedderburn said, it would be sent through the mails at any cost, unless excluded altogether.

Wilbur F. Crafts, of the Reform Bureau, declared that the existing postal law was nothing but "socialism for the rich, and granted large subsidies to certain industries, compelling the people to pay the bills." The existing law was, he said, special legislation in behalf of the city of Augusta, Me. He was sorry to see Senator Hale and Representative Milliken championing the cause of the Augusta publishers, and intimated that they did so solely because they were Maine industries. The present law also encouraged fraud. So far as the literature was concerned it consisted chiefly of novels, of which 90 per cent. were pirated foreign novels, a large majority of which were French works. Mr. Crafts was proceeding to discuss the enormous profits of publishers, the cost of paper, press-work, etc., when he was stopped by Mr. Wheeler, who indignantly retorted that the speaker did not know what he was talking about. In closing his remarks Mr. Crafts accused the American News Company of being a monopoly, and said it had got an unusual

privilege in the existing law through a subterfuge that permitted it to use the mails at pound rates, a privilege denied to publishers.

This statement brought Patrick Farrelly, manager of the American News Company, to his feet with a vigorous protest. He denied there had been any subterfuge; on the contrary, he had urged that a provision be inserted in the bill giving publishers equal privileges of sending and having their publications returned from dealers through the mails. The News Company was not a monopoly, as Mr. Crafts had said. He was talking on a subject about which he knew nothing, and Mr. Farrelly asserted that such statements made before a committee were improper and an act of injustice.

Mr. Vernon, of Vernon Brothers & Co., of New York, denied Mr. Crafts's statement that the great majority of novels were of the French order. The books were made in this country. No law would stop the circulation of French novels if people wanted them; but the proposed bill would stop the publication of good books at low prices. Very religious people objected to some books, but the fact remained that at least 90 per cent. of the goods going through the mails were of a high class.

W. H. ["Coin"] Harvey, of Chicago, spoke of cheap postage as being a large factor in the education of the people. They were able to study economic questions in which they were interested. Mr. Harvey contended that the government paid railroads too much for carrying the mails. It now paid \$39,000,000 a year, and this might, he said, be cut in half. The rate now paid was equivalent to \$20 a ton, which was more than was paid for freight, and, after all, mail matter was nothing more than fast freight.

Mr. Orr, of the Agricultural Press League, David Williams, of *The Trade Journal*, Charles T. Root, of New York, and E. T. Eilert, president of the Luther League, spoke in favor of the bill, and the committee then adjourned. Further hearings will be given.

## THE PAPER POOL FAILS TO ORGANIZE.

THE failure of the negotiations long pending between manufacturers of white paper used by newspapers to organize a pool to prevent unprofitable competition, as announced last month, appears to have resulted mainly from rivalry between certain New England concerns, and the unwillingness of certain interests to allow other companies representation in the pool upon the basis of future production. The Boston meeting last week was not as representative a gathering as the conference held in New York City in December last, and it soon became evident that the contending factions could not be reconciled as long as the companies contemplating the construction of additional mills did not receive what they considered sufficient scope.

One of the parties to the recent negotiations is reported to have said that it was unlikely that another effort would be made to bring the companies together on the same basis at once, although most of the manufacturers expected the ultimate adoption of some form of an agreement. On the other hand, an increase in prices may eventually be secured as a result of the efforts to combine.



## THE POPULARITY OF MARION CRAWFORD'S NOVELS.

SOME light may be thrown upon the question who is the most popular American novelist by a reference to the numbers of F. Marion Crawford's novels which have been sold in the United States alone, without considering the large numbers sold in England and her colonies, or the numerous translations made into French, German, Italian, and other languages.

The sales of his first book, "Mr. Isaacs," for example, are now in their fifty-third thousand, while his most popular book, "Sarcinesca," scores more than ten thousand above the hundred thousand mark. "Sant' Ilario," "Don Orsino," "Dr. Claudius," "Katharine Lauderdale," "The Three Fates," "The Ralstons," "Casa Braccio," and "Pietro Ghisleri" follow in the order named, so that the claim which some reviewers make, that Mr. Crawford's American novels are not equal to those of which the scene is laid in Italy, seems to lack confirmation, if the taste of purchasers can be taken as an index of public opinion. Only four novels on his list have had larger sales, and these four have been several years more on the market to partially account for this. The total sale of Mr. Crawford's novels in the United States has been upwards of half a million copies, even according to the incomplete estimate upon which this information is based, wherein one of the lesser novels is not mentioned at all and some years' sales of others (formerly published by other firms than Mr. Crawford's present publishers, the Macmillan Co.) are not included in the total. A dramatic version of "Dr. Claudius," in four acts, will be given at one of the leading New York theatres in March next.

## BANQUET OF THE TYPOTHETÆ.

THE TYPOTHETÆ OF THE CITY OF NEW YORK dined at the Hoffman House on the evening of the 16th inst., in celebration of the birthday of Benjamin Franklin, printer, and while they were at the tables a telegram was received from Philadelphia conveying the paternal greetings of the Typothetæ of Franklin's name. Douglas Taylor acted as chairman in the absence of the president. He introduced President Low, of Columbia University, as the first speaker.

Mr. Low thanked the Typothetæ and Typographical Union No. 6 for the bust of Franklin that they had presented to him on Christmas. He said that when 1st May he had received a call from Theodore De Vinne, who told him of the printers' strike and asked him to act as arbitrator, he felt that to accept the post was a duty as sacred as that of the volunteer entering the service of his country in time of trouble. He had learned more of the printer's business in that service, he said, than he had ever learned from reading the speeches that he had been said to have made in the various morning papers. He was glad that he had acted and glad that the trouble was brought to a favorable issue; and the bust that had been presented to him was, he said, one of his most precious possessions. "I thank you," said Mr. Low, in concluding, to the amusement of his auditors, "for the many speeches you have made on my behalf."

Paul Dana, whom Mr. Taylor called upon

next for some remarks, took up some of Mr. Low's statements in a light vein, in which the company were with him. He said that Mr. Low had not only paid a most eloquent tribute to the press, but also had expressed his opinion that the press could be relied upon to correct his mistakes in spelling. Moreover, if Mr. Low spoke often enough, his orthography might reach that state of perfection which should place Columbia on the eminence where every loyal New Yorker wished to see her.

Gen. Alfred C. Barnes, who spoke next, declared that Adam was the first printer. "Our profession was founded," he said, "when Adam printed the first kiss on the lips of his blushing bride. It was the first form of an *édition de luxe* that has been on the press ever since, and its popularity has never waned."

Gen. Thomas L. James talked about Franklin who, as Postmaster of Philadelphia, he said, was the man who first instituted fast mails in America, he having established a weekly post in place of a semi-annual one between that city and New York.

## "LADIES NIGHT" OF THE BOOKSELLERS' LEAGUE.

THE "Ladies' Night" of the Booksellers' League, held at Hardman Hall, New York, on the 15th inst., was in every respect an enjoyable affair. A goodly number of people were present and filled up the hall. While some disappointment was experienced by the entertainment committee in not having been able to capture Hopkinson Smith, they may take comfort in the fact that the remainder of the programme gave entire satisfaction. The Euphonia Club Orchestra, under the able conductorship of Frederick Kircher, rendered acceptably nine pieces, and responded generously to the equally generous applause of the audience. The programme in full was as follows:

- |                      |   |                  |
|----------------------|---|------------------|
| 1. OVERTURE.         | William Tell.                           | Rossini.         |
| 2. LA PALOMA.        | Spanish Serenade.                       | Yradier          |
| 3.                   | SOPRANO SOLO.                           |                  |
| FOR ALL ETERNITY.    |   | Mascheroni.      |
|                      | Miss L. Gloeckner.                      |                  |
|                      | With Violin Obligato by Fred'k Kircher. |                  |
| 4. LITTLE WAG.       |   | Eilenberg        |
| 5.                   | VIOLIN SOLO.                            |                  |
| Walter's Prize Song. |   | Wagner.          |
|                      | (From Die Meistersinger.)               |                  |
|                      | Fred'k Kircher.                         |                  |
| 6. OVERTURE.         | Comedietta.                             | Gurlitt.         |
| 7.                   | PIANO SOLO.                             |                  |
| Waltz Heroique.      |   | Wollenhaupt.     |
|                      | Wm. Kircher.                            |                  |
| 8.                   | 'CELLO SOLO.                            |                  |
| La Cinquantaine.     |   | Gabriello Marie. |
|                      | Jacob Gloeckner.                        |                  |
| 9. HUNGARIAN DANCES. |   | Brahms.          |

## NOTES AND QUERIES.

CAN any one give me the publisher's name and the date of the first collected American edition of Pope's poetical works? D. M.

## OBITUARY NOTES.

JOEL TYLER HEADLEY, the historian, died in Newburg, N. Y., on the 16th inst., aged 84 years. Mr. Headley was born in Walton, Delaware County, N. Y., on December 30, 1813. He was graduated from Union College in 1839, and later from the Auburn Theological Seminary. He became the pastor of the Presbyterian church in Stockbridge, Mass. In 1842 his health failed and he went to Europe for several years. In 1846, soon after his return, he became an associate editor of the *New York Tribune*, under Horace Greeley. Poor health soon made it necessary for him to give up this work. He went to the Adirondacks and lived there for the greater part of several years, and was a constant visitor to the region for nearly thirty years. His book, "The Adirondacks, or, life in the woods," is believed to have been the means by which attention was first attracted to the possibilities of the Adirondacks for those seeking health and pleasure. He was the writer of a series of articles published soon afterward in *Harper's Magazine* on the adventures of Lieut. Strain's party, sent by the United States Government to explore the Isthmus of Darien with a view to cutting it with a canal. These articles were collected and issued in book form in 1885. Among his many well-known writings are "Napoleon and His Marshals," which was the first American book published by the firm of Scribner & Co.; "Washington and His Generals," "Life of Cromwell," "Sacred Scenes and Characters," "Life of Washington" (a book that is said to have reached a sale of more than 100,000 copies), "Life of Havelock," "Chaplains of the Revolution," "The Great Rebellion," "Grant and Sherman: their campaigns and generals," "Farragut and Our Naval Commanders," "Sacred Heroes and Martyrs," and "The Achievements of Stanley and Other African Explorers." In 1854 Mr. Headley was elected to the New York Assembly from the First District of Orange County, and in the year following was the successful candidate of the Know-Nothing ticket for the office of Secretary of State. He was for many years president of the Board of Trustees of the Washington Headquarters at Newburg.

JOHN H. CAMPBELL, of Philadelphia, died on Friday, January 15, of typhoid pneumonia. Mr. Campbell was born in 1847. He was a son of John Campbell, bookseller, who established the present firm of Wm. J. Campbell in 1850. He was graduated at the Central High School in 1864, admitted to the Philadelphia bar in 1868, and Deputy Register of Wills from 1868 to 1871. He was the youngest member of the Pennsylvania Constitutional Convention of 1873-4, receiving the highest vote cast for the Democratic delegates-at-large. He was editor of the *Legal Gazette* from 1871 to 1876, and completed a volume of law reports called "Legal Gazette Reports." He was also the author of the "History of the Friendly Sons of St. Patrick," a volume recording the achievements of the Irish race in America. A distaste for the practice of law led him to enter his brother's book-store in 1892, a training for which he had had under his father. He was also an active scientist, being the founder, and, at the time of his death, the president of the Association of American Conchologists. He was an accomplished scholar, and dies regretted by a very large circle. His knowl-

edge of rare Americana was extraordinary. He compiled bibliographies of the presses of Franklin, the Bradfords, and nearly all the early American printers. For the last five years he was manager of the miscellaneous book department of his brother, Wm. J. Campbell.

SIR TRAVERS TWISS, the eminent juriconsult, died in London on the 15th inst. Dr. Twiss was born in Westminster, March 19, 1809. He was graduated from University College, Oxford, in 1830, and became a fellow and tutor of the college. In 1838 he was elected member of the Royal Society, from 1842 to 1847 he was professor of political economy at Oxford, and from 1852 to 1855 professor of international law in King's College, London. Dr. Twiss was also a Queen's counsel, a bencher of Lincoln's Inn, and Queen's Advocate-General. He was knighted in 1867. Dr. Twiss wrote much on historic and economic matters. Among his works are "The Oregon Question," 1846; "View of the Progress of Political Economy in Europe Since the Sixteenth Century," 1847; "The Relation of the Duchess of Schleswig and Holstein to the Crown of Denmark and the Germanic Confederation," 1848; "The Letters Apostolic of Pope Pius IX., Considered with Reference to the Law of England and the Law of Europe," 1851; "Lectures on the Science of International Law," 1856; "The Law of Nations, Considered as Independent Political Communities," 1861; "Law of Nations in Time of War," 1863, published in French in 1886; "The Black Book of the Admiralty," 1874. He had also been a contributor to law magazines and others.

WILLIAM WALLACE REILLY died at his home in Portsmouth, O., January 6, aged 71 years. Captain Reilly had been engaged in the book-selling business for himself continuously since 1857, occupying various positions with booksellers before that time. He was born in Philadelphia, and first went to Portsmouth in 1839, remaining in a book-store there until 1842. He was in Mexico with the New Jersey Battalion in 1848. He published the first business directory of Ohio in 1853, and in 1857 returned to Portsmouth, where he opened the Valley Book-Store as agent for E. A. & T. T. Moore, of which he bought the stock in 1859. He raised Company A, Thirteenth Ohio Infantry, in 1861, resigning from the army owing to ill-health in 1862, but was ordered out again in May, 1864, serving as captain until September, when the regiment was mustered out. In 1878 he took his son-in-law into partnership, who retired in 1882. For the past three years his daughter, Miss Kate Reilly, who is a partner in the business, has had the whole management.

"THE Last Tragedy of the Seine," according to the Boston *Saturday Evening Gazette*, "is the undoubted suicide of a young Englishman, Hubert Crackanthorpe, whom we remember as one of the contributors to the *Yellow Book* in the first year of its publication, and as the author of a collection of undoubtedly clever, if morbid, stories under the title of 'Wreckage'—a name that possesses a sad significance in view of the young man's end. Mr. Crackanthorpe, who was only twenty-eight years old and very boyish-looking and appearing for his years, disappeared while on a visit to Paris early in November, and his body was found only a few days ago by some boatmen near one of the Paris



bridges. In the natural course of events it was carried to the morgue, and identification was proven by the clothes and by papers found, still unspoiled by the water in which the body had rested for several weeks."

THE RT. REV. WILLIAM BASIL JONES, Bishop of St. David's, died at Abergwill Palace, Carmarthen, Wales, January 14. Bishop Jones was born in 1822, at Gwynfryn, Wales. He wrote "Vestiges of Gael in Gwynedd," 1851; "The History and Antiquities of St. David's," 1856; jointly with Mr. E. A. Freeman, "Notes on the Oedipus Tyrannus of Sophocles," 1862; "The New Testament," illustrated and annotated, with a plain commentary for private and family reading, 1864; jointly with Archdeacon Churton, "The Peace of God: sermons on the reconciliation of God and man," 1869. He also published various pamphlets and single sermons and several papers and reviews in literary and antiquarian periodicals.

PETER L. MATHER, for many years a valued assistant to A. C. McClurg & Co., Chicago, died in that city January 2, after an illness of a very few days. Mr. Mather was born in New York City about 1838, and first entered the book business in the employ of Harper & Brothers, either in 1855 or 1857. He left them in 1871, and two years later went to Chicago to enter the employ of Jansen, McClurg & Co., remaining with that firm and their successors, A. C. McClurg & Co., until his death. With these firms he occupied a position of trust and responsibility, and his loss will be greatly felt not only by his employers but by all who had business dealings or acquaintance with him.

REV. WILLIAM RANKIN DURYEE, D.D., professor of ethics in Rutgers College, died in New Brunswick, N. J., on the 20th inst. He was born in Newark, N. J., in 1838. He was an authority on the history of the early Dutch and Huguenot settlements in America. He had been a constant contributor to secular and religious periodicals, and had also published a book of poems and a monograph on the English Bible.

MRS. MINNIE J. AMMON, wife of Col. J. H. Ammon, died at her home, 112 West Eighty-eighth Street, New York, on Saturday evening, January 9, at the age of 45 years. On behalf of the book trade, of which Col. Ammon has for so many years been a respected member, we tender him our heart-felt sympathy.

#### NOTES ON AUTHORS.

MARION CRAWFORD's new novel is entitled "Corleone."

PROF. GEORGE SAINTSBURY has written for the forthcoming number of *Blackwood* his experiences of "Twenty Years of Reviewing," which will be sure to prove interesting reading.

THE remains of Kate Field were on the 9th inst. interred by the side of those of her mother in Mount Auburn Cemetery, Boston. It was previously announced that they were to be interred in Auburn, N. Y.

PROF. MAX MÜLLER, like Herbert Spencer, also finishes thirty years of his life-work this year by bringing out his "Science of Mythology," which serves as a link between his earlier

works, "Science of Language" and "Science of Religion."

S. R. CROCKETT's latest novel is called "Lads' Love," the title being also the local name for a sweet-scented Scottish wormwood more correctly known as "southernwood." It is said to have been taken to church in Scotland as an antidote to soporific sermons.

MRS. MINNIE MADDERN FISKE has secured the American dramatic rights to Thomas Hardy's novel, "Tess of the d'Urbervilles," and will be seen in it in New York City in March. Hardy had himself dramatized the story, but, it is said, he has pronounced in favor of a dramatization made by Lorimer Stoddard, of New York, which had been submitted to him by Mrs. Fiske.

ANTHONY HOPE is just finishing a sequel to "The Prisoner of Zenda." It is a novel of the same romantic kind as "The Prisoner of Zenda" itself, bearing the title of "The Constable of Zenda," and carries the attractive personages of the earlier story through a new series of strange and moving incidents. The exclusive right of serial publication in America has been secured by *McClure's Magazine*, and the publication of it will begin in that magazine in the course of a few months.

It appears that the biography of the Queen which is soon to be published is not, as was announced, to be written by Her Majesty. She will revise the proofs, but the book is being written by Mr. Richard R. Holmes, the librarian at Windsor. There are to be many fine illustrations, including a frontispiece portrait reproduced in colors from a beautiful miniature of the Queen by Robert Thorburn. Two editions will be published, both of them of a sumptuous order of bookmaking. Boussod, Valadon & Co. are the publishers.

BLISS CARMAN, though a Canadian by birth—his native place being Fredericton, New Brunswick—comes partially at least of American stock, his mother belonging to the Bliss family of Concord, Mass. He studied at the University of New Brunswick, at Hartford, and in Edinburgh, and has followed divers occupations, among them school-teaching, civil engineering, and editorial work. He traces the inspiration for his poetical work principally in Browning, although he has been touched and helped by Emerson, Arnold, and Swinburne. Mr. Carman is about thirty-five years of age.

THE REV. CHARLES E. STOWE, the only surviving son of Harriet Beecher Stowe, writes to the *Hartford Courant* in regard to letters received by him from various admirers of his mother concerning the erection of a statue of her or a monument to her memory. He says that he and his sisters regard it as their exclusive privilege to erect a monument over their mother's grave at Andover, and suggests that if anything is to be done by his mother's admirers to honor her memory it should take the form of a Harriet Beecher Stowe scholarship at Hampton, Fiske, or Tuskegee, adding: "Such a memorial would, I know, be quite in keeping with my mother's taste, and far more useful to man and honoring to God than some brazen monstrosity, scowling the unfortunate beholder out of countenance from its ugly granite pedestal."



## JOURNALISTIC NOTES.

THE price to the trade of *Romance* has been reduced to six cents. It is not returnable.

*The Magazine of Poetry*, published by Peter Paul Book Co., of Buffalo, N. Y., has discontinued publication, at least for the present.

WITH the January issue the Chicago *Open Court* celebrates its decennial anniversary and renews its career as a monthly publication. Undoubtedly this change will gain more than ever for the *Open Court* the attention of thoughtful people who believe in its ideal of "purifying religion by the methods employed in science"—an aim which it has always reverently but fearlessly pursued.

## BUSINESS NOTES.

ATLANTA, GA.—On January 3 the Methodist Book and Publishing Company filed a mortgage given to the Columbia Book Company, also of Atlanta, dated July 1, 1896. The attorney for the Stationers' Board of Trade began suit on January 7 against both companies and their stockholders, asking for an injunction on the ground that it was a scheme to appropriate the assets to the exclusion of the merchandise creditors, and also praying for the appointment of a receiver. The court has granted the motion and the hearing will be held shortly.

BALTIMORE, MD.—The Wharton & Barron Publishing Company, formerly located at 9 West Lexington Street, has moved to its new building, 304 North Howard Street. The building is three stories in height, with a handsome terracotta front. It was built by John C. Hildt, contractor, and its architect was Mr. George Haskell. The building runs back 120 feet from Howard Street, and is 24 feet in width. Steam heat, gas and electric lights are some of its conveniences. The Rev. Dr. H. M. Wharton, the president of the company, has his office on the third floor; Mr. L. M. Cross is the secretary and treasurer. Both these gentlemen are largely interested in evangelical work, Dr. Wharton being the pastor of the Brantly Baptist Tabernacle. In this building are rooms devoted to the Baptist Ministers' Conference, the Women's Missionary Union, the Maryland Tract Society, and similar organizations.

BOSTON, MASS.—A. D. Chandler, receiver of the Arena Publishing Company, has been ordered by the court to sell the assets of the company at public or private auction for an amount not less than \$10,000.

FORT WORTH, TEX.—J. S. Carruthers, bookseller, has conveyed his stock to W. S. Essex as trustee, for the payment of creditors. The preferred creditors are to be paid in full before the creditors of the next class.

HOUSTON, TEX.—G. T. Lathrop, bookseller and stationer, is dead.

JOLIET, ILL.—E. S. Hurbut, bookseller, is in possession of the sheriff.

KALAMAZOO, MICH.—On the 6th inst. the George H. Raynor Company, booksellers, placed on record a chattel mortgage given by the company to Henry W. Beecher, Grand Rapids. The mortgage covers the entire stock and fixtures, book accounts, bills receivable, and everything of value. By the terms of this mortgage the indebtedness was due in five

days, and if not paid in that time the trustee was to be permitted to take possession and foreclose. The preferred creditors are to be paid in full if the stock sells for a sufficient amount, and if not they are to be paid pro rata. The other creditors also are to be paid in full or pro rata as the assets may require.

LOS ANGELES, CAL.—F. G. Clayton has bought the stock of books of the estate of E. Ginss.

MATTOON, ILL.—Richardson Bros. announce that they have succeeded to the book business of J. R. Corder and L. C. Holmes, and that they have removed to a store in the Dole Opera House, corner of Second Street and Broadway, where new methods and new stock will be features of their business.

MEMPHIS, TENN.—B. Lowenstein & Bro. have just opened a book department in connection with their general store. Mr. L. B. Lowenstein is at present in New York buying stock. His New York address is 51 Leonard Street.

NEW YORK CITY.—The Art Lithographic Publishing Co. will resume business in this country February 1, under the management of Emmo Koenig, at the old stand, 106 Duane Street.

NEW YORK CITY.—The F. M. Lupton Pub. Co. announces that J. M. Ruston, for some years with Hurst & Co., has succeeded J. D. Lit as the sole manager of their business. The change of management will mean new ideas and improvements all along the line.

NEW YORK CITY.—We understand that Thomas D. Hurst, of Hurst & Co., has retired from active control of the firm which he established twenty-six years ago.

NORRISTOWN, TENN.—Jarnagin & Baker, booksellers, have dissolved partnership.

PANA, ILL.—W. C. Abbott has opened a book-store here.

PLATTSMOUTH, NEB.—John Rennie has bought an interest in the post-office book-store.

SARATOGA SPRINGS, N. Y.—Robson & Adee announce that they have bought of W. W. Blackmer, assignee, the entire stock of Pitman & McEwer, booksellers.

SHELBYVILLE, IND.—George H. Dunn and Dix W. Saylor have bought W. A. Powell's book-store.

SPRINGFIELD, ILL.—J. B. Brown, bookseller, is dead.

SYRACUSE, N. Y.—Thomas W. Durston & Son, the oldest book concern, failed on January 9. The liabilities are estimated at between \$50,000 and \$60,000, and the assets at between \$25,000 and \$30,000. The failure was brought about on judgments held by the First National and the Salt Springs National banks for \$20,000, and by J. F. Durston, a brother of Thomas W. Durston, for \$4700.

TEXARKANA, TEX.—Willis & Bulls, booksellers, have assigned.

VALPARAISO, IND.—The stock of the estate of M. A. Salisbury, bookseller, has been sold.

WASHINGTON, D. C.—Daniel Schiller, of the Popular Price Book Company, has assigned.

## NOTES ON CATALOGUES.

THE LIBRARY BUREAU of London, under the management of Cedric Chivers, 10 Bloomsbury Street, W. C., will publish at once "The New Catalogue of British Literature for 1896." From sample pages it appears that the catalogue will give full titles under authors, set in large type across the page, each title being numbered, to which will be added a subject and title index in small type, in three columns, giving reference to the number of the titles in the main alphabet. The volume will be an octavo, and the price in cloth five shillings, net.

THE CATALOGUE OF GEOLOGICAL BIBLIOGRAPHIES, undertaken by vote of the International Geological Congress at its fifth session in Washington, 1891, has been published, through Gauthier-Villars, of Paris, under the competent editorial direction of Emm. de Margerie, who has devoted several years of faithful labor to bringing into accurate and uniform arrangement the great body of material supplied by his collaborators. It forms a volume of over 700 pages, and must prove an indispensable work of reference to all studious investigators in its science. An analytical table of contents leads with comparative ease to any desired part of the work, and a reference to the indicated pages brings quickly before the eyes all that has been done in the way of special bibliography on the selected subject.

CATALOGUES OF NEW AND SECOND-HAND BOOKS.—*George D. Feary*, Kansas City, Mo., Hand list of ex-libris and autograph volumes at cut prices.—*Martinus Nijhoff*, La Haye, Works on Russia and Poland, Arctic voyages, atlases and charts. (No. 272, 583 titles.)—*C. T. Price*, 1004 Walnut St., Phila., Choice English and French books. (Dec., 1896, 4 p. 8°.)—*Charles Scribner's Sons*, 153 Fifth Ave., N. Y., Catalogue of the publications of T. & T. Clark, Edinburgh. (32 p. 16°.)—*John Wiley & Sons*, 53 E. 10th St., N. Y., List of books published during 1896. (7 p. 16°.)

## LITERARY AND TRADE NOTES.

MR. JOSIAH CHILD, we are pleased to learn, will retain his position with Kegan Paul, Trench, Trübner & Co.

ISAAC MENDOZA, 17 Ann Street, New York, has purchased the shelf-worn stock of Charles T. Dillingham & Co., comprising some 24,000 volumes.

JAMES BOWDEN, London, will shortly publish two books by Mr. Sherard—"The White Slaves of England," which has appeared serially in *Pearson's Magazine*, and "The Mocking-Bird," a story of London anarchists, which originally appeared in *The Golden Penny*.

THE AMERICAN BAPTIST PUBLICATION SOCIETY will publish in the early autumn "The Great Poets and Their Theology," by Augustus H. Strong, D.D., LL.D., president of Rochester Theological Seminary. The book will probably be a large octavo, and will embody the study and thought of years.

G. W. DILLINGHAM Co. announce for immediate publication "The Day of Resis," by Lillian Frances Mentor; "Horace Everett," by the Marquise Clara Lanza; "The End of the Journey," by Marie Florence Giles; "Kone-

leth," by Lewis Austin Storrs; and "Miriam's Tower," by Harriet L. Knapp.

THE EXCELSIOR PUBLISHING HOUSE (T. J. Carey & Co.) have in press "Haltigan's Pocket Manual of Ready Reference, containing a complete vocabulary of double words and other useful information for proof-readers, compositors, copy editors, and others"; also, "Manual of the Republic, or how to become a citizen."

GINN & Co. will publish next month Xenophon's "Anabasis," Book v., edited by Alfred G. Rolfe, teacher of Greek in the Hill School, Pottstown, Pa., who has prepared an edition suitable for rapid reading, which may be substituted for one of the first four books of the "Anabasis," or be read at sight, in addition to them. The vocabulary, made expressly for this edition, contains Latin equivalents of many of the Greek words, and also groups Greek words according to some common root sufficiently obvious to impress their relation to each other upon young learners' minds.

THE MACMILLAN COMPANY is to bring out presently the first of six little volumes in the series of *The Temple Classics*, which will be devoted to a new edition of Montaigne in Florio's famous old translation. This is good news. Montaigne, in his own rich utterance, is one of the unqualified delights of French literature. If that utterance is a little difficult for the reader, he has in Florio's equivalent quite the best that has ever been produced. Hitherto the version has been accessible only in forms that, either from being too costly or too cheap, could not be of much service to the fastidious reader not too well off in this world's goods. *The Temple edition* will prove exactly the one needed. In all that good editing means, and perfect presswork, the handy volumes of this series are perfect.

AN item of interest relates to Parkman's "The Conspiracy of Pontiac and the Indian War After the Conquest of Canada." This work, which was pronounced by Prof. John Fiske "one of the most brilliant and fascinating books that has ever been written by any historian since the days of Herodotus," has had the great honor paid it of being printed in quarto volumes for the use of the blind. The printing of large volumes in raised letters is a matter entailing great care and expense. Only a few works are considered of sufficient value to warrant the expenditure. Therefore Little, Brown & Co., as well as Mr. Parkman's heirs, were much pleased when the Pennsylvania Institute for the Instruction of the Blind, situated in Philadelphia, wrote for permission to have Mr. Parkman's work printed for their use.

THE PLAINSONG AND MEDIEVAL MUSIC SOCIETY will publish through B. Quaritch, London, a work on "Early English Harmony from the Tenth to the Fifteenth Century," edited by H. Ellis Wooldridge, Esq., Slade Professor of Fine Art, Oxford. This work will contain a series of specimens of harmonized English music from the tenth to the fifteenth century, embracing nearly all that exists to the end of the fourteenth century, and closing with the compositions of Dunstable and other English masters, which are in the Library of Liceo Musicale at Bologna. The first volume (folio, on thick paper) will consist of sixty plates of collotype fac-



similes, with notes on the MSS. from which they are taken. The translations of the music into modern notation will be published later, but until ready for the press it is impossible to say whether they can be contained in one volume (as it is hoped) or must be issued in two.

JAMES A. MEACHAM, a whileom Indian scout and fighter, made famous by Washington Irving in "A Tour of the Prairies," died at his home in Sharp County, Ark., December 29. Meacham was one of the rangers that accompanied the United States Commissioner appointed to settle the Indian tribes migrating from the east to the west of the Mississippi in 1832. It was this expedition that furnished Irving with material for his book, "A Tour of the Prairies"; with the adventures described therein Meacham is inseparably connected, for it was he who caught the black mare so graphically described by Irving's pen. His version of how he caught the black mare differs from that recorded in "A Tour of the Prairies." His statement is that he had thrown his lasso partially over her head, and in the struggle she fell and rolled into a narrow ravine on her back, which prevented her from rising at once. He dismounted, seized her by the head, and held her until help arrived. In the fall and struggle the animal became so lame that he was forced to dispose of her after a few weeks' travel.

A COLLECTION of books of the late Gen. W. T. Sherman was sold in St. Louis last week for \$30. It consisted of about fifty volumes of army records, regimental histories, court-martial records, and a general assortment of war literature. The sale was made by Thomas Dooley, a carpenter, who did work for Gen. Sherman while the latter had his headquarters in St. Louis as the Commander of the United States Army. According to Mr. Dooley, Mr. Sherman gave him the books just before he left St. Louis. The carpenter kept them until a short time ago, when he packed the library in four large boxes. He then sold the outfit to a book-dealer for \$30. On examination the book-dealer found a number of valuable pieces of literature, and a large proportion of the books contained the autographs of men of renown. There were testimonials from U. S. Grant, Rutherford B. Hayes, Phil Sheridan, and others, besides any number of books presented to Gen. Sherman by the authors. Many books otherwise worthless were made valuable by the autograph of the General himself. A large number of persons have examined the collection, and negotiations have been opened with several G. A. R. posts and similar organizations looking to the sale of the collection or a part of it.

G. P. PUTNAM'S SONS make the following preliminary announcement of the works they have undertaken to publish during 1897. In the department of history and biography they will issue Part 2 of Charles M. Andrews's "The Historical Development of Modern Europe"; the sixth and concluding volume of Traill's "History of Social Life in England," covering from the Battle of Waterloo to the General Election of 1885; the third and fourth series of "American Orations," covering the anti-slavery struggle, the Civil War and Reconstruction, free trade and protection, finance and Civil Service reform. In the *Story of the Nations Series* will appear "The Story of British Rule in India,"

by R. W. Frazer, and "The Story of Modern France," by André Le Bon. "A History of Ancient Peoples," by Willis Boughton, may be described as a general introduction to the above series. To French history the contributions will be "Essays in French History," by James Eugene Farmer, dealing with the Reformation and the Jacobins; and "The Dungeons of Old Paris," by Tighe Hopkins, describing the prisons of the monarchy and the revolution. The biography will include "Bertrand du Guesclin," by Enoch Vine Stoddard; "Life and Letters of Prof. Byron Caldwell Smith," edited with introduction by D. O. Kellogg, and several volumes in the *Heroes of the Nations Series*: "Robert, the Bruce," by Sir Herbert Maxwell; "Hannibal," by W. O'Connor Morris; "The Cid Campeador," by W. Butler Clarke; "Ulysses S. Grant and the Maintenance of American Nationality, 1822-1885," by Lt.-Col. William Conant Church, and "Robert E. Lee and the Southern Confederacy, 1807-1870," by Prof. Alexander White, of Washington and Lee University. Of literary importance will be "The Literary History of the American Revolution, 1763-1783," by Moses Coit Tyler, in two volumes, and a new edition of this author's "History of American Literature During the Colonial Period, 1607-1765"; "The Literary Movement in France in the Nineteenth Century," a translation by Anne Garrison Brinton of the work of Georges Pellissier; and "The English Dialect Dictionary," edited by Joseph Wright, which is planned to be completed in sixteen parts. Among the miscellaneous literature in preparation are "Sketches Awheel in Fin-de-Siècle Iberia," by F. B. and W. H. Workman; "The Vines of Northeastern America," by Charles S. Newhall; "Lawns and Gardens," by N. Jönsson Rose; "Hypnotism and its Application to Practical Medicine," by Dr. Otto G. Wetterstrand, and a seventh edition of "Authors and Publishers."

#### PICK-UPS.

TAKING THE CHANCES.—*The General*: "I've brought you a new book, Aunt Emily, by the new French Academician. I'm told it's very good, but I've not read it myself, so I'm not sure it's quite—a—quite correct, you know." *Aunt Emily*: "My dear boy, I'm ninety-six, and I'll risk it."—*From Du Maurier's "English Society."*

A SCOTCH visitor to the Carlyles in Cheyne Row was much struck with the sound-proof room which the sage had contrived for himself in the attic, lighted from the top, and where no sight or sound from outside could penetrate. "My certes, this is fine," cried the old friend, with unconscious sarcasm. "Here ye may write and study all the rest of your life, and no human being be one bit the wiser."—*Household Words.*

ORDER LISTS AS THEY ARE SENT FROM JERUSALEM.—The following inquiry, dated Jerusalem, Palestine, November 10, 1896, was recently received by a New York bookseller: "Dear Sir: I beg have you the kindness me to send one specification from your book couch at the same time me to communicate if you to possess or can procure the directory of America, Africa and Australia and how much is the Price for every?"



## AUCTION SALES.

[We shall be pleased to insert under this heading, without charge, advance notices of auction sales to be held anywhere in the United States. Word must reach us before Wednesday evening, to be in time for issue of same week.]

JANUARY 25, 26, 3 P.M.—Miscellaneous books, also engravings and etchings. (616 lots)—*Bangs*.

JANUARY 27, 28, 3 P.M.—Miscellaneous, including lots of Americana, and architecture, art, etc. (633 lots).—*Bangs*.

## Forthcoming sales.

Library of the late William Matthews, the bookbinder, including a complete set of the Grolier and other "club" publications, bibliography, drama, poetry, etc.—*Bangs*.

An important and valuable collection of autograph letters, documents, play-bills, and portraits relating to music and the drama; also a collection of book-plates.—*Bangs*.

## TERMS OF ADVERTISING.

Under the heading "Books Wanted," subscribers only are entitled to a free insertion of five lines for books out of print, exclusive of address (in any issue except special numbers), to an extent not exceeding 100 lines a year. If more than five lines are sent, the excess is at 10 cents per line, and amount should be enclosed. Bids for current books and such as may be easily had from the publishers, and repeated matter, as well as all advertisements from non-subscribers, must be paid for at the rate of 10 cents per line.

Under the heading "Books for Sale," the charge to subscribers and non-subscribers is 10 cents per line for each insertion. No deduction for repeated matter.

Under the heading "Situations Wanted," subscribers are entitled to one free insertion of five lines. For repeated matter and advertisements of non-subscribers the charge is 10 cents per line.


All other small advertisements will be charged at the uniform rate of 10 cents per line. Eight words may be reckoned to the line.


Parties with whom we have no accounts must pay in advance, otherwise no notice will be taken of their communications.

Parties desiring to receive answers to their advertisements through this office must either call for them or enclose postage stamps with their orders for the insertion of such advertisements. In all cases we must have the full address of advertisers as a guarantee of good faith.

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## BOOKS WANTED.

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 Write your wants plainly and on one side of the sheet only. Illegibly-written "wants" will be considered as not having been received. The "Publishers' Weekly" does not hold itself responsible for errors.

Am. Bapt. Pub. Soc., 182 5th Ave., N. Y.  
Lamb's Tales from Shakespeare, Stokes ed., 1890 or 1891, clo. back, pap. sides.  
Preaching Without Notes, by Dr. Storrs.  
China Hunters' Club.  
Hall Marks, anything.  
10 copies Burns's Phonetic Shorthand, cheap.

American Magazine Exchange, Emilie Bldg., St. Louis, Mo.  
McClure's Magazine, prior to 1895.  
Magazine of Am. History, Jan., Feb., Sept., Dec., 1878.  
American Historical Register, any prior to Oct., 1896.  
Lippincott's Magazine, 1896, at 10c.  
Engineering Magazine, 1891, '94, '95, '96, any.

Samuel Austen, Utica, N. Y.  
Catalogues second-hand books and periodicals.

Baptist Book Concern, Louisville, Ky.  
Infidel's Daughter, cl.

N. J. Bartlett & Co., 28 Cornhill, Boston, Mass.  
Pancoast's Kabbala.  
Graham's Massage.  
Sherman's (W. T.) Life, by W. Sherman. Phila.  
Cleveland's Lyra Sacra Americana.

Beekman, the Bookman, 55 E. 5th St., St. Paul, Minn.

Alzog's Universal Church History.  
Chas. W. Emerson's Works.  
Our Western Border.

W. E. Benjamin, 10 W. 22d St., N. Y.  
The Science of Man, Eddy. 1870.  
Book-Lovers' Rosary. Alden, 1885.  
Jewel Don'ts, Edmond Russell.  
Hist. of Monmouth County, N. J.  
Todd Genealogy.

G. Blatchford, Pittsfield, Mass.  
Hist. of Reed family, by Jacob Whitman Reed. Pub. by John Wilson & Son, Boston.  
Genealogy of Saml. Allen, of Windsor, Conn., and some of his descendants, by Willard S. Allen. Boston, 1876.  
William Russell and His Descendants, by Annie Russell. Lexington, Ky., 1884.

Bonnell, Silver & Co., 24 W. 22d St., N. Y.  
Presbyterian Book of Common Prayer. Shields.  
MacLear's Apostles of Mediæval Europe.

The Book-Shop, 169 Madison St., Chicago, Ill.  
Baudelier, Delight Makers.  
Paul de Kock, English trans.  
Cornelius Agrippa, trans.  
Outcroppings: Selections of Californian Verse.  
Theon, Poem by Roach, A. N. T. (A Notorious Quack), v. 2.  
Cruise of the Alabama and Sumter, by Symmes.  
Ancient Society, by Morgan.

The Boston Book Co., Freeman Place Chapel, Boston, Mass.  
Brownson's Quarterly Rev., Jan., 1864.  
Amer. Journal of Science (Silliman's), Nov., 1893.  
Amer. Antiquarian, July and Nov., 1891, and title-page and index of v. 13; Jan., '92, and title-page and index of v. 14.  
Public Opinion, Washington, v. 5, no. 1; v. 6, no. 1 (2 copies), no. 2, 4 to 6, 18; Oct. 5, 1893; Apr. 5, 26, to Sept. 27, '94; Jan. 23, May 14, June 25, '96.  
Illustrated American, 1895, nos. 278, 279, 281 to 286, 289-93, 296, 298-99, and title-page and index of v. 17 and 18.  
Life, v. 26.  
Southern Quarterly Rev., Jan., 1854.  
Analectic Mag., v. 16, or any nos.  
Hunt's Merchant's Mag., July, Aug., 1865; v. 48 and 58, entire.

The Bowen-Merrill Co., Indianapolis, Ind.  
Hannah More's Cælebs in Search of a Wife.

Bowers & Loy, 10 Park Pl., N. Y.  
America Heraldica, Vermont.  
Monroe's Anatomy.  
Dante's Inferno, Longfellow, 3 v. Osgood.  
Oneota. Schoolcraft, Wiley & Putnam, 1845.

Boyveau & Chevillet, 22 Rue de la Banque, Paris.  
[Cash]  
J. H. Wright, The Date of Cylon.  
N. Y. Med. Journal, Oct. 8, 1892.

Brentano's, 1015 Penn. Ave., Washington, D. C.  
The Major in Washington, 1st ser.  
Periodicals wanted: Nos. 2410, Feb., 1895, and 2480, June, '96, of The Independent.  
Wm. Sharp, D. G. Rossetti, a Study. London, 1882.  
Hall Caine, Recollections of D. G. Rossetti. London and Boston, 1882.

Brewster & Packard, 3 Keenan Bldg., Troy, N. Y.  
English Novel, Lanier.  
Thorwald's History of Greece. Harper.  
Ishmael, Southworth.  
Self-Raised, Southworth.  
Story of Man. Hist. Pub. Co.  
Science and Health, Mrs. Eddy.  
Shadow of John Wallace.  
Kipling's Ballads. Macmillan, 1892.

The Brown, Eager & Hull Co., 409 Summit St., Toledo, O.  
Schoolcraft's Thirty Years Among the Indians.  
Historical Reader, by Rev. J. L. Blake. Pub. about 1856.

The Burrows Bros. Co., Cleveland, O.  
Tilton, Swabian Stories.  
List of Revolutionary Soldiers of Conn.

A. L. Oadwell, 18 Hurd St., Lowell, Mass.  
19 v. Appleton's Annuals, new, 1876 to '94, shp

Callaghan & Co., 114 Monroe St., Chicago.  
Am. Eloquence.  
British Eloquence.  
Irish Eloquence.  
Giauque's Notary.

## BOOKS WANTED.—Continued.

Wm. J. Campbell, 1009 Walnut St., Phila., Pa.  
Force's Hist. Tracts, 4 v. Wash., 1836-46.

W. H. Campion, 1006 Walnut St., Phila., Pa.  
Washington's Farewell Address, good ed.  
Madame Chrysanthème, il., either in French or Eng.

Wm. J. Oasey, 123 4th Ave., N. Y. [Cash.]  
The Spoon. Harpers, 1835.  
Burton, Knowledge of Pain.  
Medical Repository.  
Benney's Theological Compend.  
Baker on Discipline.

C. N. Caspar, 437 E. Water St., Milwaukee, Wis.  
Robertson, Sermons Preached at Brighton.  
Proctor, Text-Book of Tanning. Spon.  
Dick and His Friend Fidus.  
Higbee, In God's Country.  
Owen, Comparative Anatomy, v. 1 and 2.  
Knox, How to Travel.  
Rose, Workshop Practice, last ed., hf. mor., 4°.

W. B. Clarke & Co., 340 Washington St., Boston, Mass.  
Life of Dr. Guthrie.

Cleveland (O.) Public Library.  
Blavatsky's Secret Doctrine.

Henry T. Coates & Co., Philadelphia, Pa.  
Crumbs Swept Up, by Talmage.  
Whittier's Works, 7 v., édition de luxe.  
Swales, Driving As I Found It.  
Savage, Manual of Industrial and Com. Intercourse  
Between U. S. and S. A.  
Swift's Tale of a Tub, Nimmo's ed., il.  
International Dictionary of Second-Hand Booksellers,  
Rochdale. Clegg, 1894.  
The Last Athenian.  
Egan, Life in London, 12°.  
Mrs. Sigourney's Poems.  
Crowe and Cavalcaselle, The Early Flemish Painters, 8°.  
Adams, Documents Illustrative of New England Federalism.  
Tucker's History of the United States, 4 v.

The Commercial Exchange, 265 B'way, N. Y.  
Lady Alice, by Rev. Huntington.  
The Forest,

Congregational S. S. and Pub. Soc., 175 Wash Ave., Chicago, Ill.  
Smith's Illustrated Astronomy. Cady & Burgess, 1848.  
Asa Smith, Principal of Public School No. 12, N. Y.

Crothers & Korth, 246 Fourth Ave., N. Y.  
American Weather, by Greely.  
Meteorology, by Ferrall.  
Weather, by Abercromby, 2 v.

P. T. Cunningham, 443 Grand St., N. Y.  
In Darkest Africa, v. 2, Stanley.  
Three Years of Arctic Service, v. 1, Greely.  
Land of the Midnight Sun, v. 1, Du Chaillu.

Cunningham & Sullivan, 33 E. 5th St., Dayton, O.  
Life of Rufus Choate.  
McGuffey's First Reader, 1st ed.  
Harris's Introduction to the Scriptures, second-hand.

E. Darrow & Co., Rochester, N. Y.  
The Money Problem, by L. Bradford, Prince.  
Divinity of Our Lord, by Rev. Henry Parry.

W. O. Davie & Co., Cincinnati, O.  
Jacox, Scripture Texts Illustrated, 2d ser.  
" Book of Proverbs Illustrated.  
Cowdery's Storehouse of Similes.

Edwin W. Dayton, 641 Madison Ave., N. Y.  
Adventures of Gilbert Go Ahead, by Peter Parley.

Ohas. T. Dearing, N. W. cor. 3d and Jefferson  
Sts., Louisville, Ky.  
Ragland's From the Plant Bed to the Warehouse. Pub.  
in 1871.

Des Forges & Co., 98 Wisconsin St., Milwaukee, Wis.  
3 copies Outlines of Chemical Theory, by L. B. White.

Dodd, Mead & Co., 149 and 151 Fifth Ave., N. Y.  
V. 13, Smith, E. & Co. ed., original 17-v. Browning.  
Alex. Hamilton's Works, Putnam ed.

The H. & W. B. Drew Co., Jacksonville, Fla.  
Chapman's Flora of the Southern States.  
Fairbanks's History of Florida.

Daniel Dunn, 574 Fulton St., Brooklyn, N. Y.  
Britannica, Stoddart's, red clo., uncut, v. 23, 24, 25, and  
supp. v. 4.  
Seven Champions of Christendom.  
Robertson's Atlas of Kings Co., N. Y.  
Main's Roman Law.

G. Dunn & Co., 22 W. 6th St., St. Paul, Minn.  
Scientific Am. Cyclopaedia of Receipts, Notes, and Queries.  
Winckleman's History of Ancient Art.  
Chautauqua Library of English History and Literature.  
v. 1, 4, 1881.

E. P. Dutton & Co., 31 W. 23d St., N. Y.  
Sewell's History of Early Church.  
Ingraham, The Dancing Feather.  
Coit, The Message of Man.  
The Cushman Genealogy.  
Little Classics, 9 v.  
Aunt Sue's Anagrams.  
Sutton, Dudleys of England and Dudleys of Mass.  
Pan Pipes.

Estes & Lauriat, 301 Washington St., Boston, Mass.

Katharine.  
Mephistopheles.  
Toppleton's Client.  
Half-Hours With Jimmy Boy.  
All the above are by John Kendrick Bangs.  
The Stars and the Earth, 3d Am. ed.

S. B. Fisher, 78 Worthington St., Springfield, Mass.  
[Cash.]  
Set Little & Brown's Britannica, shp.  
Harper's Century, St. Nicholas, and Lippincott's magazines for 1896.

P. K. Foley, 151 Worcester St., Boston, Mass.  
Burton's Cyclopaedia of Humor, pt. 13 to end.  
Indian Civilization, Pumphrey. Phila., 1877.  
Browning, R., Men and Women, v. 1, cl. Lond., 1855.  
Lowell, J. R., Poems, v. 1, bds. Boston, 1849.  
U. S. Review and Literary Gazette, 1827, nos. 10 and 12.

A. E. Foote, 1317 Arch St., Phila., Pa.  
Cook, Bird Migration Miss. Valley.  
Fuguier, Ocean World.  
Waterhouse, Mammals, 2 v.

D. G. Francis & Co., 12 E. 15th St., N. Y.  
Swift's Architecture.  
V. 3 Stevens's Hours in a Library. Smith, Elder & Co.,  
London.  
Surtees's Hawbuck Grange, Hillingdon Hall, and Jorrick's Jaunts and Jollities, 1st ed.  
Autobiography of John Trumbull.

Gammel Book Co., 619 Congress Ave., Austin, Tex.  
Mrs. Ellet's Domestic Hist. of the Revolution.

F. E. Grant, 23 W. 42d St., N. Y.  
David Craft's History of Bradford County, Penn.  
A History of Ulster County, New York.  
Life and Times of Elder William Brewster. Phila., 1857.  
Watson's Work on Orchids.  
Oasphe, an Indian Bible.  
McCulloch's Tribe of Ishmael.  
Travers Twiss, Test of a Thriving Population.  
Dwight Porter, A Sanitary Inspection of Certain Tenement-House Districts of Boston.  
Eden's State of the Poor.  
Ribton Turner, History of Vagrants and Vagrancy.  
Gurteen, Handbook of Charity Organization.  
Essays of Octavia Hill.  
G. Rylands, Crime, Its Causes and Its Remedy.  
Du Cane, Punishment and the Prevention of Crime.  
D. J. Hill, The Social Influence of Christianity.  
A. J. White, Improved Dwellings for the Laboring Classes.  
Rome and Education, by Father Chiniquy.  
Plays of John Dryden, containing All for Love.  
Lady Burton's ed. of the Arabian Nights, rev. by Justin McCarthy.  
Animal Life and Intelligence, by C. Lloyd Morgan.  
Life of Leslie the Painter, by Tom Taylor.  
Works in geology by Prof. James Hall.  
A translation of Murger's Life in Bohemia.  
Woman and Her Master, by Smith.  
Orelli, On Old Testament Prophecy.  
Kirkpatrick, The Doctrine of the Prophets.  
Life of Philip Melancthon, the friend of Luther.  
History of the Rice Family, by Andrew Henshaw Ward.  
Hogarth's History of the Opera.  
Sutherland Edwards's History of the Opera.  
Chorley's Thirty Years of Musical Reminiscences.



## BOOKS WANTED.—Continued

## F. E. Grant.—Continued.

Crowest's Musical Anecdotes.  
Sermons in Stones, by McQuiesland.  
Lee's Theology.  
Fletcher's Appeal.  
Broadus, Homiletics.  
Strife and Peace, by Frederica Bremer.  
The Lady's Slippers (Cypripediums), by Chas. T. Young.  
Esoteric Anthropology, by Dr. Nichols.  
Sexual Abuses, by Dr. Thrall.  
Beacon-Lights, by Dr. Nichols.

T. S. Gray Co., Milwaukee, Wis.  
Hours With John Darby. Lippincott Co.

Edw. Green, 311 8th Street, San Antonio, Texas.

[Cash.]  
Reminiscences of Literary London, 1779-1853, Dr. Thomas Rees, 12°, cl., gilt.  
Books About Books, John Powers. London, 1875.  
The Library Companion, T. F. Dibdin. London, 1824.

H. E. Haferkorn, 127 3d St., Milwaukee, Wis.  
Shea, Early Voyages Mississippi. Albany, 1861.  
Hennepin, Description of Louisiana, by Shea. 1880.  
Le Clercq, First Establishment of Faith in New France, trans. by Shea. 1881.

H. W. Hagemann, 160 Fifth Avenue, New York.  
Winsor's Nar. and Crit. Hist. of America, 8 v.

Hammond Library, 43 Warren Ave., Chicago, Ill.  
Christian Literature, v. 15, no. 1, May, 1896.

Hanford & Horton, Middletown, N. Y. [Cash.]  
Turner's History of the Anglo-Saxons.  
Hammond's Hills, Lakes, and Forest Streams.

Wm. Beverly Harrison, 59 5th Ave., N. Y.  
Munn's Economics, ed. by Ashley. Macmillan & Co.  
Hobelacque's Science of Language.

E. B. Harrison, Takoma Park, D. C.  
Le Talmud de Jerusalem, Morse Schwab, Tome 2, 3, 4, 5, 6, all or any.  
Books or magazines giving best method of extracting or manufacturing sassafras oil.

Harvard Co-operative Soc., Cambridge, Mass.  
Journals of the Continental Congress, 4-v. ed.

D. M. Henderson, Madison and Howard Sts., Baltimore, Md.

Complete set of Richard Steele.  
Aunt Fanny's Christmas Stories.  
Timrod, Poems.  
Anything on Maryland.

Bruno Hessling, 64 E. 12th St., New York.  
W. and Elizabeth M. F. Denton, The Soul of Things, or, Psychometry Researches and Discoveries. Bost., 1893.  
G. R. Buchanan (Louisville, Ky.), Outlines of Lectures on the Nemological System of Anthropology.  
Adams, Maurice, Examples of Old English Houses and Furniture.

Z. T. Hollingsworth, 28 High St., Boston, Mass.  
Two Discourses Occasioned by the Death of George Washington, by the Rev. Uzal Ogden, D.D. Newark, 1800.  
Travels in the History of America, incl. the U. S., with British settlements, etc., abridged and compiled by D. Reed Berwick. no date.  
The American Spelling-Book, by Noah Webster, 14th ed. New York, 1792.

W. C. Holt, 17 Dexter Ave., Montgomery, Ala.  
Tobias Wilson, by Jerry Clemens.  
Any v. Dr. Thos. H. Chivers's Poems.  
International Cyclopædia, 16 v., second-hand.

George P. Humphrey, Rochester, N. Y. [Cash.]  
Allen's Commercial Organic Analysis.  
Campbell's Gertrude of Wyoming.  
Smart's Horace, Latin and English.  
Sonnets, Michael Angelo, Mosher ed., large pap.  
The Targums of Onkelas, 2 v. London, 1862.

H. S. Hutchinson & Co., New Bedford, Mass.  
Appleton's Annual Encyclopædia, 1891, '92, '93, shp.  
Special Laws of Massachusetts, v. 1, 2, 8, shp.

John Ireland, 1192 B'way, N. Y.  
Lost Manuscript, by Freytag.  
Vasari's Lives of the Painters. Scribner's ed., 4 v.

J. H. W., P. O. Box 456, Richmond, Va.  
De Haas, W., Early Settlements and Indian Wars of Western Virginia.

U. P. James, 127 W. 7th St., Cincinnati, O.

[Cash.]  
Wallace's Am. Stud Book, v. 2.  
Winsor's History of Duxbury, Mass.  
Life of Wm. Brewster, by Rev. A. Steele.  
Fac-simile (broadside) of Declaration of Independence.

E. T. Jett Book and News Co., 808 Olive St., St. Louis, Mo.  
Engineering Magazine, July, 1894.

A. B. Johnson, 1000 H St., N. W., Washington, D. C.  
2d v. of Macaulay's Essays of the 6-v. 12° ed.

E. W. Johnson, 2 E. 42d St., N. Y.  
Carey's Atlas U. S., 1794.  
Trans. Am. Soc. Mining Engineers. any v.  
Fauvel-Gouraud's books on memory, etc.

Kelly & Westling, 727 16th St., Denver, Col.  
Caine, Anthology of English Sonnets.  
Modern Art Summer, no. 96.  
Menzel's Kinderbuch.  
Sharpe, American and English Sonnets.

W. H. Kingsbury, New Haven, Ct.  
Madam Knight's Journal.  
Alden's Memorial, Pub. about 1867.

Leggat Bros., 81 Chambers St., N. Y.  
Harper's Round Table, no. 838-862.

Lemcke & Buechner, 812 Broadway, N. Y.  
Finerty, Warpath and Bivouac. 1890.  
Rives, Life of Madison, v. 3.

Little, Brown & Co., 254 Washington St., Boston, Mass.  
Bryant's Thanatopsis, early copy.  
Edwards's Freedom of the Will.  
Van Dyke's Still Hunter, 1st ed.  
Hamlin's The Tourmaline. Boston, 1873.  
Kemble's Fear of Consolation.

S. A. Lovejoy, 40 Lafayette Place, N. Y.  
Dr. Thomas Holly Chiver's Works:  
Conrad and Eudora. Phila., 1834.  
Atlanta. Macon, Ga., 1855.  
Nacooche. New York, 1837.  
The Lost Pleiad. New York, 1842 or '45.  
Memorialia. Phila., 1853.  
Virginia. " 1858.

W. H. Lowdermilk & Co., Washington, D. C.  
Audubon, Quadrupeds of N. A., v. 3 (Text), 8°. N. Y. 1854.  
Green, Journal of Expedition Against Mier.  
Davis, El Gringo.

L. B. Lowenstein, 51 Leonard St., N. Y. [Cash.]  
American Catalogue, 1876, Author and title v.  
" " " Subject v.  
" " " 1876-1884.

M. Maisel, 166 Henry St., N. Y. [Cash.]  
Rousseau, Emile, in English, unabridged.  
The Nineteenth Century, if cheap, 10 of each: Aug., 1887; Apr., June, Oct., '88; June, '89, Sept., Nov., '90; Apr., '91; Jan., '92; Aug., Sept., '94; Jan., June, '96.  
Latest catalogues from all dealers in second-hand books, especially scientific.

B. & J. F. Meehan, 32 Gay St., Bath, Eng.  
Mitchell, A., Memoirs and Papers, 2 v., 8°.  
Byron's Works, Am. or foreign eds. Give date, publisher, place, and price.  
Byron, Lord, Anything on him.  
Freemasonry, anything early and rare.

The Metaphysical Publishing Co., 503 5th Ave., N. Y.  
Albertus Magnus, complete works.  
Sympneumata, by Laurence Oliphant.  
Proteus, by E. M. W.

Morris & Wilson, Minneapolis, Minn. [Cash.]  
Annales de Chemie et de Physique.  
Journal of the Chemical Society of London, complete sets or parts.  
Storer's Dictionary of Solubilities.  
Also quote on Chemical News.

H. H. Morse, 59 Monroe St., Grand Rapids, Mich.  
Whitaker's Reference Catalogue of Current Literature, last v.

W. Muller, 1 Star Yard, Carey St., London, W. O.  
American Catalogue, complete set to 1895.  
Quart. Journal of Economics, v. 1.  
Political Science Quarterly, v. 1.  
Banker's Magazine, London, v. 1 to 6.

## BOOKS WANTED.—Continued.

Munn & Co., 361 Broadway, N. Y. [Cash.]  
Autobiography of Jonathan Trumbull, Artist.

P. O'Mahony, Exposition Bldg., Lincoln, Neb.  
Smith's History of Rhinebeck, N. Y.

Palmer, Meech & Co., 59 Monroe St., Grand Rapids, Mich.

Low's English Catalogue, 1895, pap.  
Fifty Years With Gun and Rod, by Cross  
Rossetti's The House of Life. Copeland & Day.  
Cobban's Reverend Gentleman, pap.

O. O. Parker, Los Angeles, Cal.  
How to Be Beautiful, Theresa H. Dean.  
The Southern Amaranth, ed. by Sallie A. Brock. N. Y., 1869.

The Denver Tribune Primer, Eugene Field.  
Shelby and His Men, John Edwards.

E. Picken, 33 Beaver Hall Hill, Montreal, Can.  
Motley's Works, Harper's original or library ed.  
Marvellous in Our Eyes, by E. E. Hornibrooke.

Pierce & Zahn, 829 17th St., Denver, Colo. [Cash.]

V. 9 and 10 Bancroft's U. S. History.  
Mesmer's Works, trans. into English.  
Life of Ole Bull.  
Dart's Trans of Homer.

E. W. Porter Co., St. Paul, Minn.  
Prose Works of Poe, 3-v. ed., green cl., v. 1. Armstrong.

O. S. Pratt, 6th Ave. cor. 12th St., N. Y. [Cash.]  
Strength and Beauty, Mark Hopkins.

Constable and Gillies, (Part of Bric-a-Brac Stories,  
Lamb, Hazlitt and others, ed. by Stoddard), pub. by  
Scribner, Armstrong & Co.  
Directorum Anglicanum.

C. J. Price, 1004 Walnut St., Phila., Pa.  
Ward's Dramatic Literature, 2 v., 8°. Macmillan.  
Spenser's Poet. Works, ed. by Collier, 5 v., 8°, cl.  
Coleridge's Poet. Works, Pickering's Aldine ed., 3 v., 12°, cl.

G. P. Putnam's Sons, 27 W. 23d St., N. Y.  
Forest Outlaws.  
Brooks, Theology English Poets.  
Jacobs, Jewish Ideals and Other Essays.  
Prominent Business Men of the West.  
Willis, A. E., Treatise on Human Nature, etc.  
Cross, John, Attempt to Establish Physiognomy.  
Lyman, Third Diplomacy of the U. S., 2 v. 1828.  
Couture, Conversations on Art Methods.  
Taine's English Literature, 4 v.  
Disraeli, Calamities of Authors, English, 8° ed.  
Farming for Boys.  
Mrs. Jonathan Abroad.

Raymer's Old-Book Store, Minneapolis, Minn.  
Anstey, Tinted Venus, cl.  
Reid, Practical Treatise on Natural and Artificial Concrete.  
Veil of Isis.

O. M. Roe, 177 Wabash Ave., Chicago, Ill.  
No Relation, by Hector Malot.  
How Lisa Loved the King, by George Elliot.

Philip Roeder, 307 N. 4th St., St. Louis, Mo.  
Bancroft, H., History of the Battle of Lake Erie. Bancroft, 1891.  
Baker, G. H., Plays and Poems. Lippincott.  
Bailey, W. W. Botanical Collector's Book. Boston, Bates, 1881.  
Allen, C. B. and M. A., Man Wonderful in the House Beautiful. Fowler, 1884.

H. Taylor Rogers, Asheville, N. O. [Cash.]  
Poems, Augustus J. Requirer.  
" Gen. Albert Pike (except the Hymn to the Gods).  
Dr. Chivers's Complete Poetical Works.  
G. W. Green, Life of General Green.  
Worsley, Homer's Iliad, trans.

J. Francis Ruggles, Bronson, Mich.  
A work on collection of bad debts  
Works of Cyprianus.  
Gougas's Short Hist. Money and Banking.  
Folsom's Mexico in 1842.  
Englishman's Hebrew and Chaldee Concordance to O. T.

W. S. Rusk, 604 8th Ave., N. Y.  
Cobwebs from an Empty Scull, G. M. Fenn.  
Any of Hy. James's works.  
Work on bacteriology.  
Heirs of Derwentwater.  
Ancient Coin, Barclay B. Head.

The St. Louis News Co., St. Louis, Mo.  
Savage, Genealogical Dictionary, 4 v.  
Fiske, American Revolution, de luxe ed.  
Burns, Works, 4 v. Houghton, Mifflin & Co.  
Forney, Representation of Minorities.  
Chicago Anarchists' Speeches in Court.  
Library of Wit and Humor, v. 2.  
Gavaert, Instrumentation.  
Holland House, fine copy.  
Ideal Republic, 50c.  
Bad Boy, Silver Book.  
Vidocq Memoirs, English.  
Letters of Princess Alice to Victoria.

St. Paul Book and Stationery Co., 5th and St. Peter Sts., St. Paul, Minn.  
Historic Sketches of Brooklyn, Mass., by H. T. Wood.  
Truths for To-Day, 1st ser., by David Swing.

Scrantom, Wetmore & Co., Rochester, N. Y.  
Cotton Mather, Hist. of Newberry, Mass.

Charles Scribner's Sons, 153 5th Ave., N. Y.  
Letters on Practical Subjects to a Daughter, by Wm. B. Sprague.

Geo. D. Smith, 4 E. 42d St., N. Y.  
Records of the War of the Rebellion, from v. 37 up to date.  
Lives of One Thousand Illustrious Irishmen, by McKenzie.  
Sonnenschein, Best Books, and Poole's Index, second-hand.  
Benj. Gilbert's Story and Sufferings of His Family Among the Indians.  
History of Monmouth County.

Wm. T. Smith & Co., 145 Genesee St., Utica, N. Y.  
Set G. P. R. James, cl. binding.  
Genealogy of Ford Family.  
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 — Rapport sur les deux ouvrages de bibliographie américaine, par M. E. Desjardins. Paris, 1867.  
 Horne's Introd. to the Study of Bibliography, 2 v. London, 1814.  
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 Collier's Bibliographical and Critical Account of the Rarest Books in the English Language. Lond., 1865.  
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